

# DC SUSTAINABLE ENERGY UTILITY

## Advisory Board Meeting

March 2, 2015

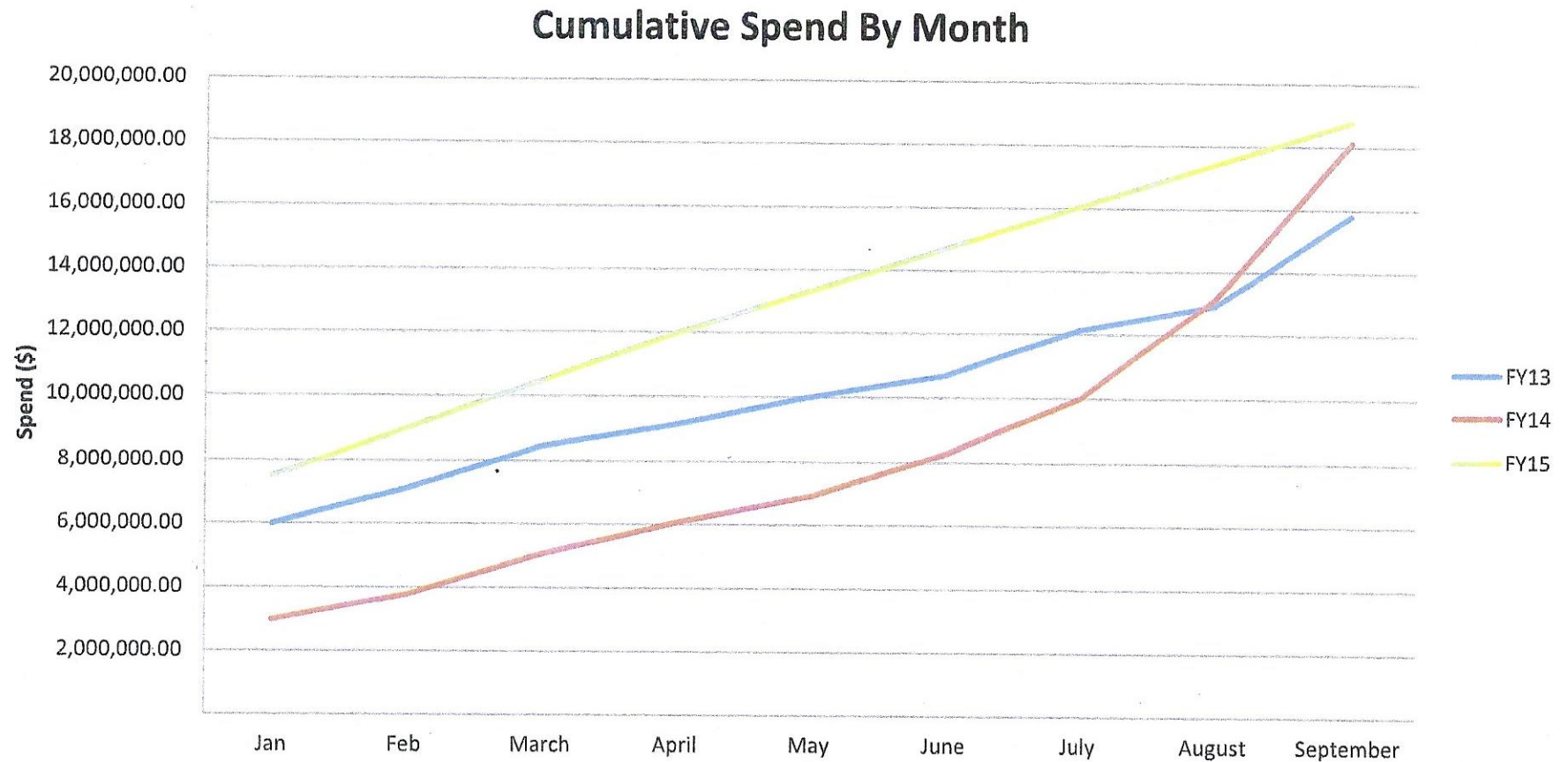


# Benchmark Performance To Date

- ▶ Launched tiger teams to develop pipeline and work upstream in markets
- ▶ Increased ceiling on rebates
- ▶ Adjusting the cost share after reviewing market conditions
- ▶ Enhanced workforce development program to emphasize outplacement



# Smooth Out the Hockey Stick





# Leveraging Opportunities

- ▶ \$1.2M secured to date
- ▶ Additional \$1M to \$3M under discussion
- ▶ PJM Options



# Program Delivery and Operational Efficiency

- ▶ Completed org redesign
  - Created Project Management Office, which combined Residential and Small Business program management
  - Expanded the project intake function
- ▶ Improved contract management processes
- ▶ Faster payments to contractors and vendors

